

## Message Text

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PAGE 01 STATE 067848

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R 041410Z APR 74

FM SECSTATE WASHDC

TO AMEMBASSY BONN

AMEMBASSY WARSAW

UNCLAS STATE 067848

E.O. 11652: NXA

TAGS: BEXP, BFOL, GW, PL

SUBJ: MARKET RESEARCH: GLOBAL MARKET SURVEY-METAL-  
WORKING AND FINISHING EQUIPMENT - POLAND

REF: BONN 04186; (B) STATE A-6738, 8/6/73

1. HAVE REVIEWED SUBJECT MARKET SURVEY AND FIND IT SATIS-  
FACTORY WITH EXCEPTIONS NOTED BELOW. CONTRACTOR TO BE  
INFORMED OF INADEQUACIES FOUND IN STUDY AND IS REQUESTED  
TO SUBMIT SUPPLEMENTARY INFORMATON TO POST IN TIME TO  
ASSURE ITS ARRIVAL IN COMMERCE BY APRIL 24.

2. RE TABLE 1 - REQUEST CONTRACTOR CHECK VALUES ATTRI-  
BUTED TO INDUSTRIAL PRODUCTION. VALUES SEEM TO BE EXCES-  
SIVE COMPARED TO THOSE GIVEN FOR GROSS NATIONAL PRODUCT.

3. RE TABLES 5B AND 8B A REQUEST CONTRACTOR EXPLAIN USAGE  
OF DIFFERENT EXCHANGE RATES FOR YR. 1972 IN TABLES, CAUS-  
ING U.S. DOLLAR TOTAL IMPORTS FOR YR. TO DIFFER.

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PAGE 02 STATE 067848

4. RE FIRST APPENDIX TABLE 14 - ASSUME DATA IS FOR YR.

1972 NOT 1970. PLS CONFIRM.

5. RE SECTION III. B. REQUEST CONTRACTOR JUSTIFY EXCLUSION INDUSTRY SECTORS IRON AND STEEL PRODUCTS, NF METAL PRODUCTS AND SHIPS AND BOATS FOR DISCUSSION PURPOSES. SECTORS TRADITIONALLY HEAVY USERS MFE AND, CAPITAL EXPENDITURES AND VALUE SHIPMENTS HIGHER RELATIVE TO SOME SECTORS SELECTED.

6. RE IV.A.-RELATIONSHIP MFE MANUFACTURERS TO ONE ANOTHER AND MINISTRIES NOT CLEAR. STATE RELATIONSHIP (COMBINE, FACTORY, ETC.) OF EACH MANUFACTURER MFE DISCUSSED TO UNION PONOR, OTHER UNION AND/OR OTHER COMBINE. ADDITIONALLY, INDICATE MINISTRY(S) WHICH REPRESENTED BY MANUFACTURERS DESCRIBED.

7. RE V.F., LIST OF MAJOR PROSPECTIVE CUSTOMERS-LIST TO BE AMENDED INCORPORATING, AS PART OF DESCRIPTION OF EACH FTO AND FACTORY LISTED, INDUSTRIAL MINISTRY WHICH REPRESENTED.

8 RE V.F., LIST OF INDUSTRIAL ORGANIZATIONS-AMEND LIST, INSERTING DESCRIPTION CORRESPONDING TO SIC NUMBER.

9. TRADE LISTS NOS 5 AND 6 NOT YET RECEIVED.

10. IN VIEW ACCEPTANCE OF POLAND STUDY, AND CONSIDERING EXTENDED PERIOD FOR COMPLETION OF U.S.S.R. STUDY AT COMMERCE BEHEST, POST REQUESTED MAKE PROGRESS PAYMENT TO KINDEL NOT TO EXCEED DEUTSCHMARKS TWENTY-ONE THOUSAND ONE HUNDRED TWENTY-FIVE (21,125), INCLUDING ANY PRIOR PARTIAL PAYMENTS. THIS AMOUNT EQUALS 75 PERCENT OF TOTAL CONTRACT PRICE, AS AMENDED, AND IS EQUIVALENT TO ABOUT DOLLARS NINE THOUSAND SIX (DOLS9,006) AT RATES AT WHICH BUDGET AUTHORIZATIONS HAVE BEEN ISSUED IN TOTAL AMOUNT OF DOLS 12,008. CHARGE APPROPRIATION 134/51250, CODE K/552/1161-10/12-01/253-01.

11. COMMERCE PROPOSES THEREFORE THAT FINAL PAYMENT TO KINDEL, UPON ACCEPTANCE OF U.S.S.R. STUDY, WOULD REPRESENT 25 PERCENT OF TOTAL DM CONTRACT VALUE NOW FIXED AT DM 29,500. RUSH

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